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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549ANNUAL AUDITED REPORT
FORM X-17A-5
PART III

OMB APPROVAL

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FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the
Securities Exchange Act of 1934 and Rule 17a-5 ThereunderREPORT FOR THE PERIOD BEGINNING January 1, 2002 AND ENDING December 31, 2002
MM/DD/YY MM/DD/YY

A. REGISTRANT IDENTIFICATION

NAME OF BROKER-DEALER: Secure Planning, Inc.

ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)

42 Middle Street

(No. and Street)

PortsmouthNH03801

(City)

(State)

(Zip Code)

NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT

Edward J. Mallon(603) 433-5515

(Area Code - Telephone Number)

B. ACCOUNTANT IDENTIFICATION

INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report*

Cummings, Lamont & McNamee, PA

(Name - if individual, state last, first, middle name)

One New Hampshire Ave, #305PortsmouthNH03801

(Address)

(City)

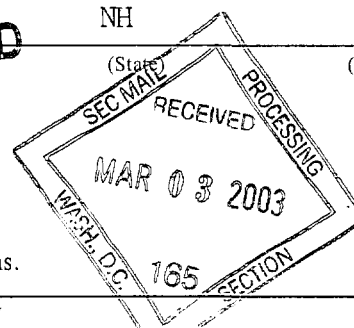
(State)

(Zip Code)

CHECK ONE:

☒ Certified Public Accountant☐ Public Accountant☐ Accountant not resident in United States or any of its possessions.

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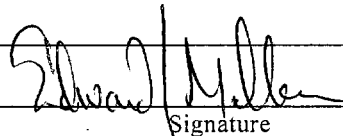
THOMSON
FINANCIAL

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*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

OATH OR AFFIRMATION

I, Edward J. Mallon, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of Secure Planning, Inc., as of December 31, 2002, 20____, are true and correct. I further swear (or affirm) that neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except as follows:


Signature

President

Title

Notary Public

This report ** contains (check all applicable boxes):

- ☒ (a) Facing Page.
- ☒ (b) Statement of Financial Condition.
- ☒ (c) Statement of Income (Loss).
- ☐ (d) Statement of Changes in Financial Condition.
- ☐ (e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietors' Capital.
- ☐ (f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.
- ☒ (g) Computation of Net Capital.
- ☐ (h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3.
- ☐ (i) Information Relating to the Possession or Control Requirements Under Rule 15c3-3.
- ☐ (j) A Reconciliation, including appropriate explanation of the Computation of Net Capital Under Rule 15c3-3 and the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.
- ☐ (k) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of consolidation.
- ☒ (l) An Oath or Affirmation.
- ☐ (m) A copy of the SIPC Supplemental Report.
- ☐ (n) A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.

***For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).*



AUDITS OF FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2002 AND 2001

SECURE PLANNING, INC.
AUDITS OF FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2002 AND 2001

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**CUMMINGS
LAMONT
& McNAMEE, P.A.**

Independent Auditors' Report

January 16, 2003

Board of Directors
SECURE PLANNING, INC.
Portsmouth, New Hampshire

We have audited the accompanying statements of financial condition of **SECURE PLANNING, INC.** (an S Corporation) as of December 31, 2002 and 2001, and the related statements of operations and retained earnings and cash flows for the years then ended that you are filing pursuant to rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of **SECURE PLANNING, INC.** at December 31, 2002 and 2001, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules I and II is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audits of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Cummings, Lamont & McNamee, P.A.

Certified Public Accountants
Portsmouth, New Hampshire

CERTIFIED PUBLIC ACCOUNTANTS

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Licensed in Maine and
New Hampshire

SECURE PLANNING, INC.
STATEMENTS OF FINANCIAL CONDITION
DECEMBER 31,

| | <u>2002</u> | <u>2001</u> |
|--|-------------------|-------------------|
| ASSETS | | |
| Cash and cash equivalents | \$ 108,400 | \$ 109,132 |
| Commissions receivable | 324,913 | 397,080 |
| Prepaid expenses | 688 | 3,142 |
| Deposit with clearing organization | 10,000 | 10,000 |
| Property and equipment, net | 69,067 | 68,421 |
| Exchange memberships | 3,300 | 3,300 |
| Total Assets | <u>\$ 516,368</u> | <u>\$ 591,075</u> |
| LIABILITIES AND STOCKHOLDER'S EQUITY | | |
| Liabilities | | |
| Accounts payable | \$ 15,899 | \$ 7,388 |
| Commissions payable | 203,515 | 245,816 |
| Accrued liabilities | 10,919 | 36,776 |
| Total Liabilities | <u>230,333</u> | <u>289,980</u> |
| Stockholder's Equity | | |
| Common stock, no par value, 300 shares authorized, 10 shares issued and outstanding | 42,000 | 42,000 |
| Retained earnings | 244,035 | 259,095 |
| Total Stockholder's Equity | <u>286,035</u> | <u>301,095</u> |
| Total Liabilities and Stockholder's Equity | <u>\$ 516,368</u> | <u>\$ 591,075</u> |

See Notes to Financial Statements

SECURE PLANNING, INC.
STATEMENTS OF OPERATIONS AND RETAINED EARNINGS
YEARS ENDED DECEMBER 31,

| | <u>2002</u> | <u>2001</u> |
|--|--------------------------|--------------------------|
| Revenues: | | |
| Commissions - investment products | \$ 1,820,358 | \$ 1,693,573 |
| Commissions - insurance products | 88,352 | 126,559 |
| Interest and dividends | 3,343 | 4,581 |
| Seminars | 30 | 3,975 |
| Other income | 450 | - |
| Total Revenues | <u>1,912,533</u> | <u>1,828,688</u> |
| Expenses: | | |
| Advertising | 7,516 | 6,118 |
| Auto | 1,305 | 1,370 |
| Bank service charges | 273 | 481 |
| Charitable contributions | 7,123 | 4,325 |
| Commissions | 964,200 | 1,056,848 |
| Computer services | 12,531 | 9,985 |
| Contract labor | 1,428 | - |
| Depreciation | 13,803 | 12,505 |
| Employee benefits | 20,169 | 14,614 |
| Dues and subscriptions | 4,998 | 2,784 |
| Insurance | 9,918 | 6,783 |
| Licenses and permits | 14,040 | 10,441 |
| Maintenance and repairs | 16,521 | 16,284 |
| Lease expense - building | 49,400 | 47,080 |
| Miscellaneous | 1,365 | 1,880 |
| Office expenses | 6,615 | 5,676 |
| Payroll and related taxes | 657,798 | 484,060 |
| Pension contributions | 52,886 | 23,968 |
| Postage and delivery | 6,734 | 5,640 |
| Printing and reproduction | 2,479 | 4,849 |
| Professional development | 9,474 | 14,023 |
| Professional fees | 6,372 | 5,495 |
| Seminars | 16,552 | 33,337 |
| Staff expenses | 3,319 | 5,524 |
| Property taxes | 7,509 | 9,379 |
| Telephone | 6,252 | 4,114 |
| Travel and entertainment | 17,557 | 12,670 |
| Automobile lease | 1,710 | - |
| Compliance | 2,740 | - |
| Utilities | 5,006 | 4,631 |
| Total Expenses | <u>1,927,593</u> | <u>1,804,864</u> |
| NET INCOME (LOSS) | (15,060) | 23,824 |
| RETAINED EARNINGS AT BEGINNING OF YEAR | <u>259,095</u> | <u>235,271</u> |
| RETAINED EARNINGS AT END OF YEAR | <u><u>\$ 244,035</u></u> | <u><u>\$ 259,095</u></u> |

See Notes to Financial Statements

SECURE PLANNING, INC.
STATEMENTS OF CASH FLOWS
YEARS ENDED DECEMBER 31,

| | <u>2002</u> | <u>2001</u> |
|--|-------------|-------------|
| CASH FLOWS FROM OPERATING ACTIVITIES: | | |
| Net income (loss) | \$ (15,060) | \$ 23,824 |
| Adjustments to reconcile net income (loss) to net cash provided by operating activities: | | |
| Depreciation expense | 13,803 | 12,505 |
| Changes in operating assets and liabilities: | | |
| Commissions receivable | 72,167 | (12,534) |
| Prepaid expenses | 2,454 | 1,058 |
| Exchange memberships | - | - |
| Accounts payable | 8,511 | (6,260) |
| Commissions payable | (42,301) | 20,633 |
| Accrued liabilities | (25,857) | (1,755) |
| | <hr/> | <hr/> |
| Net Cash Provided By Operating Activities | 13,717 | 37,471 |
| | <hr/> | <hr/> |
| CASH FLOWS FROM INVESTING ACTIVITIES: | | |
| Payments for the purchase of property | (14,449) | (17,093) |
| | <hr/> | <hr/> |
| Net Cash Used By Investing Activities | (14,449) | (17,093) |
| | <hr/> | <hr/> |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | (732) | 20,378 |
| CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR | 109,132 | 88,754 |
| | <hr/> | <hr/> |
| CASH AND CASH EQUIVALENTS, END OF YEAR | \$ 108,400 | \$ 109,132 |
| | <hr/> <hr/> | <hr/> <hr/> |

SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:

There were no noncash investing and financing activities during 2002 and 2001.

See Notes to Financial Statements

SECURE PLANNING, INC.

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2002 AND 2001

Note 1 - Organization and Summary of Accounting Policies

Nature of Business - Secure Planning, Inc., (the Company), an S corporation, is a broker-dealer registered with the Securities and Exchange Commission (SEC) and is a member of the National Association of Securities Dealers (NASD). The Company provides investment and financial planning and advisory services as well as limited broker-dealer services as described in Rule 15c3-1(a)(2)(iv) of the General Rules and Regulations promulgated under the Securities Exchange Act of 1934. The Company's main office is located in Portsmouth, New Hampshire, and it is licensed to do business in other states.

The accounting policies used by the Company conform to accounting principles generally accepted in the United States. Significant accounting policies are described below:

Cash and Cash Equivalents - For purposes of the statements of cash flows, cash and cash equivalents include time deposits, certificates of deposit, money market accounts, and all highly liquid debt instruments with an original maturity of three months or less. At December 31, 2002 and 2001, cash equivalents consisted of deposits in money market accounts totaling \$88,306 and \$97,804, respectively. The money market accounts invest solely in debt securities issued by the U.S. Treasury and other U.S. government corporations and agencies and, although uninsured, bear minimal risk.

Use of Estimates - The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Property and Equipment - Property and equipment is stated at cost. The Company's policy is to capitalize acquisitions and improvements while expenditures for maintenance and repairs, which do not extend the useful lives of the assets, are charged to operations as incurred. Depreciation is computed using the straight-line and accelerated methods over the estimated useful lives of the assets, ranging from 5 to 40 years, for financial statement purposes.

Revenue Recognition - The Company's primary source of revenue is derived from fee income based on total assets under management. Fee income on these assets are recorded as revenue in the period they are earned.

Income Taxes - The Company, with the consent of its stockholder, has elected under the Internal Revenue Code to be taxed as a Sub Chapter S corporation. In lieu of corporate income taxes, the stockholders of an S corporation are taxed on their proportionate share of the Company's taxable income, which is included in the stockholder's personal tax return. Therefore, no provision for federal income taxes has been included in the financial statements.

The State of New Hampshire does not recognize the Sub Chapter S provisions of the Internal Revenue Code. Accordingly, the Company pays a Business Profits Tax (BPT) on its taxable income. New Hampshire also imposes a minimum tax, Business Enterprise Tax (BET), based on its compensation, interest expense and dividends paid. The Company provides for state income taxes at 8.5% of taxable income. If the BET is greater than the BPT, the excess is included in payroll and related taxes. Because the BET exceeded the BPT, there was no current provision for BPT in 2002 and 2001.

Advertising - Advertising costs are expensed as they are incurred. Expense for the years ended December 31, 2002 and 2001, was \$7,516, and \$6,118, respectively.

SECURE PLANNING, INC.

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2002 AND 2001

Note 2 – Property and Equipment

Property and equipment consisted of the following at December 31:

| | <u>2002</u> | <u>2001</u> |
|--------------------------------|------------------|------------------|
| Leasehold improvements | \$ 57,429 | \$ 57,429 |
| Furniture and equipment | <u>78,615</u> | <u>68,533</u> |
| | 136,044 | 125,962 |
| Less: accumulated depreciation | <u>66,977</u> | <u>57,541</u> |
| Property and equipment, net | \$ <u>69,067</u> | \$ <u>68,421</u> |

Depreciation expense for the years ended December 31, 2002 and 2001 was \$13,803 and \$12,505 respectively.

Note 3 – Operating Leases

During the year end December 31, 2002 the Company entered into a 39 month operating lease for an automobile. The following is a schedule of minimum future payments, including rent charges.

| | |
|-------|-----------------|
| 2003 | \$ 8,345 |
| 2004 | 8,345 |
| 2005 | 8,345 |
| 2006 | <u>695</u> |
| Total | <u>\$25,730</u> |

Lease expense under the lease was \$1,710 in 2002.

The Company entered into a lease for a commercial building owned by the Company's sole stockholder. The terms of the lease require monthly payments of \$3,500 with annual increases of 5% effective October 1st of each year. The Company is also responsible for the payment of property taxes, utilities, insurance and maintenance and improvements related to the building. The lease is scheduled to expire in September of 2003. Total future payments over the remaining term of the lease are as follows:

| <u>Year Ending December 31,</u> | <u>Future Minimum Rental Payments</u> |
|---------------------------------|---------------------------------------|
| 2003 | \$ 38,250 |

Total rent expense paid under this lease in 2002 and 2001 was \$49,400 and \$47,080, respectively.

SECURE PLANNING, INC.

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2002 AND 2001

Note 4 – Capital Stock

The Company is authorized to issue 300 shares of no par common stock, of which 10 are issued and outstanding at December 31, 2002 and 2001. Common shares are voting and dividends are paid at the discretion of the Board of Directors. The common shares are held by one stockholder and are restricted from transfer without the Company being offered the first right to repurchase shares at the price and upon the terms and conditions offered by a third party.

Note 5 – Pension Plan

The Company has a 401(k) Retirement Plan (the Plan) covering substantially all employees. Under the Plan the Company contributes 3% of the employee's gross annual wages. Employees may defer up to 15% of their wages, not to exceed \$11,000. The Company also has a profit sharing component under the Plan. All profit sharing contributions are at the discretion of management. The Company's total contribution to the plan was \$52,886 in 2002 and \$23,968 in 2001.

Note 6 – Net Capital Requirements

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (SEC rule 15c3-1), which requires the maintenance of minimum net capital. The Company is subject to the provisions of Section (a)(2)(iv), of SEC rule 15c3-1, which requires that the Company maintain minimum net capital, as defined, equal to the greater of \$50,000 or 6 2/3 percent of aggregate debit balances arising from customer transactions, as defined. At December 31, 2002 and 2001, the Company had net capital of \$212,044 and \$224,368, respectively, which was \$162,044 in excess of required net capital for 2002 and \$174,368 in excess of required net capital for 2001.

Note 7 – Concentrations

At December 31, 2002, 92% of commissions receivable were due from one company. At December 31, 2001, 90% of commissions receivable were due from one company. Additionally, approximately 69% of total revenues was earned from this company in 2002 and approximately 77% of total revenues was earned from this company in 2001.

At December 31, 2002, 96% of commissions payable were payable to one individual. At December 31, 2001, 91% of commissions payable were payable to one individual.

SECURE PLANNING, INC.

Schedule I

Computation of Net Capital Under Rule 15c3-1 of the Securities and Exchange Commission

As of December 31,

| | <u>2002</u> | <u>2001</u> |
|--|-------------------|-------------------|
| Net Capital | | |
| Total stockholder's equity qualified for net capital | \$ 286,035 | \$ 301,095 |
| Deductions and/or charges | <u>(73,055)</u> | <u>(74,939)</u> |
| Net capital before haircuts on securities positions | 212,980 | 226,156 |
| Haircuts on securities | | |
| Mutual fund investments-U.S. Government securities | <u>(936)</u> | <u>(1,788)</u> |
| Net capital | <u>\$ 212,044</u> | <u>\$ 224,368</u> |
| Aggregate indebtedness | | |
| Items included on statement of financial condition: | | |
| Accounts payable and accrued expenses | <u>\$ 230,333</u> | <u>\$ 289,980</u> |
| Total aggregate indebtedness | <u>\$ 230,333</u> | <u>\$ 289,980</u> |
| Computation of basic net capital requirement | | |
| Minimum net capital required | <u>\$ 50,000</u> | <u>\$ 50,000</u> |
| Excess net capital | <u>\$ 162,044</u> | <u>\$ 174,368</u> |
| Ratio: Aggregate indebtedness to excess net capital | <u>1.42</u> | <u>1.66</u> |
| Ratio: Aggregate indebtedness to net capital | <u>1.09</u> | <u>1.29</u> |

SECURE PLANNING, INC.

**Schedule II
Statement of Exemption from Rule 15c3-3**

As of December 31, 2002 and 2001

The Company is exempt from Rule 15c3-3 under sections (k)(2)(i) and (k)(2)(ii).

**CUMMINGS
LAMONT
& McNAMEE, P.A.**

REPORT ON INTERNAL CONTROL REQUIRED BY
SEC RULE 17a-5 FOR A BROKER-DEALER CLAIMING AN EXEMPTION
FROM SEC RULE 15c3-3

January 16, 2003

Board of Directors
SECURE PLANNING, INC.
Portsmouth, New Hampshire

In planning and performing our audit of the financial statements and supplemental schedules of **SECURE PLANNING, INC.**, (the Company), for the year ended December 31, 2002, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on the internal control structure.

Also, as required by rule 17a-5(g) (1) of the Securities Exchange Commission (SEC), we have made a study of the practices and procedures followed by the **Company** including tests of such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under rule 17a-3(a) (11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the **Company** does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the **Company** in any of the following:

1. Making quarterly securities examinations, counts, verifications, and comparisons.
2. Recordation of differences required by rule 17a-13.
3. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System.

The management of the **Company** is responsible for establishing and maintaining an internal control structure and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives.

Two of the objectives of an internal control structure and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the **Company** has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in accordance with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

CERTIFIED PUBLIC ACCOUNTANTS

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New Hampshire

Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of the internal control would not necessarily disclose all matters in the internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control elements does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving the internal control, including control activities for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the **Company's** practices and procedures were adequate at December 31, 2002, to meet the SEC's objectives.

This report is intended solely for the use of the Board of Directors, management, the SEC, the National Association of Securities Dealers, and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than those specified parties.

Cummings, Lamont & McNamee, P.A.

Certified Public Accountants
Portsmouth, New Hampshire